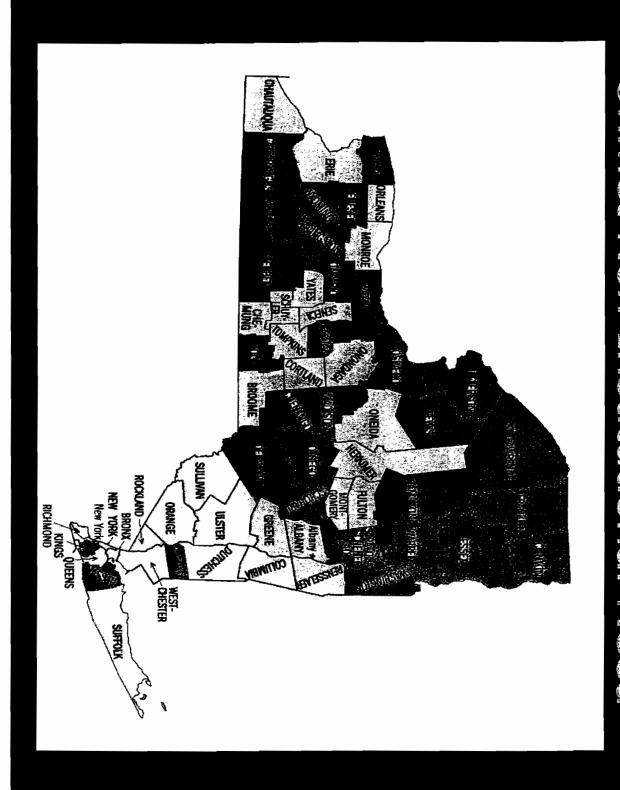
SANDMAN EXHIBIT G



when these factors are combined Possible areas of opportunity emerge

- Counties highlighted for at least two out of three:
- Low occupancy Surplus nursing home beds, in light of low-acuity
- High unmet need for alternative LTC
- shift resources from nursing home beds to Plans could be developed in these counties to HCBS and/or supportive housing

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Additional Considerations

- Availability of accessible/affordable housing
- Availability of workforce
- Availability/need to support family caregivers Costs/need to enhance efficiency of noninstitutional care delivery
- Bed need methodology reflects current patterns technology, clinical advances, demography could affect future projections/needs

Next Steps

Must combine regional knowledge and local Analysis provides a way to think about geographic areas of opportunity The numbers are a starting point put into decision-making

Must fiscally stabilize

needed, high quality

ursing homes

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Tinal Points

Shifting resources is one piece of the longterm care puzzle

Appropriate # of nursing homes will always be needed

